ZACKS | Our Research. Your Success.

Mar 02, 2021

UFP Industries (UFPI)

$63.15 (As of 03/01/21)

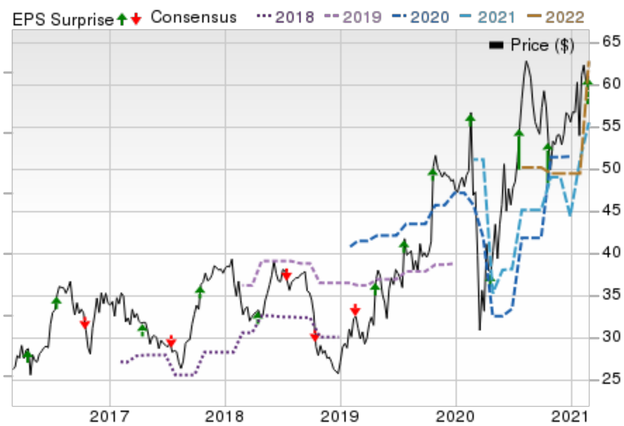
Price Target (6-12 Months): **$73.00**

Long Term: 6-12 Months	**Zacks Recommendation:** (Since: 09/23/20) Prior Recommendation: Outperform	**Neutral**
Short Term: 1-3 Months	**Zacks Rank:** (1-5)	**1-Strong Buy**
	Zacks Style Scores:	VGM:A
	Value: A | Growth: A | Momentum: A	

Summary

UFP Industries' fourth-quarter 2020 earnings and revenues beat analysts' expectations by 25.9% and 16.4% and improved 67.2% and 39.6% year over year, respectively. SG&A expenses, as a percentage of sales, improved 430 bps and EBITDA grew 66.8% year over year. In 2020, the company's net revenues, adjusted earnings grew 66.7% and 37.5%, respectively, year over year. The company has been expanding its product portfolio and leveraging new business opportunities with the recent buyouts. Solid liquidity position and shareholders' rewards are added positives. Although the increase in home improvement activity resulting from stay-at-home orders benefited its Retail segment, COVID-related woes and a volatile lumber market are still concerns.

Price, Consensus & Surprise

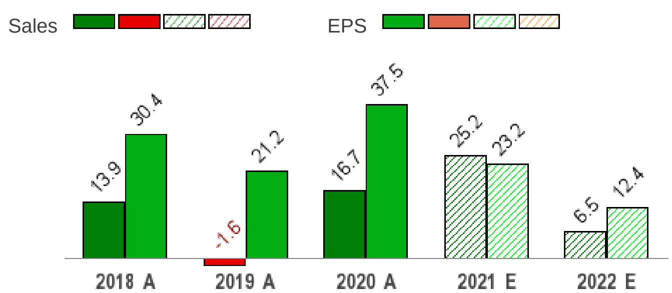


Source: Zacks Investment Research

Data Overview

52-Week High-Low	**$65.62 - $29.17**
20-Day Average Volume (Shares)	**272,616**
Market Cap	**$3.7 B**
Year-To-Date Price Change	**9.8%**
Beta	**1.49**
Dividend / Dividend Yield	**$0.60 / 1.0%**
Industry	**Building Products - Wood**
Zacks Industry Rank	**Top 5% (12 out of 253)**
Last EPS Surprise	**25.9%**
Last Sales Surprise	**16.4%**
EPS F1 Estimate 4-Week Change	**30.5%**
Expected Report Date	**04/28/2021**
Earnings ESP	**0.0%**
P/E TTM	**15.3**
P/E F1	**15.5**
PEG F1	**3.1**
P/S TTM	**0.7**

Sales and EPS Growth Rates (Y/Y %)



Sales Estimates (millions of $)

	Q1	Q2	Q3	Q4	Annual*
2022	1,419 E	1,669 E	1,993 E	1,790 E	6,871 E
2021	1,209 E	1,605 E	1,916 E	1,721 E	6,452 E
2020	1,032 A	1,242 A	1,486 A	1,394 A	5,154 A

EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2022	$1.10 E	$1.40 E	$1.67 E	$1.39 E	$5.54 E
2021	$0.94 E	$1.29 E	$1.54 E	$1.28 E	$4.93 E
2020	$0.65 A	$1.08 A	$1.25 A	$1.02 A	$4.00 A

*Quarterly figures may not add up to annual.

The data in the charts and tables, except sales and EPS estimates, is as of 03/01/2021. The report's text, and the analyst-provided sales estimates, EPS estimates and price target are as of 03/02/2021.

Overview

Headquartered in Grand Rapids, MI, UFP Industries, Inc. is a holding company with its subsidiaries throughout North America, Europe, Asia, and Australia. The company supplies wood, wood composite and other products in retail, industrial, and construction market.

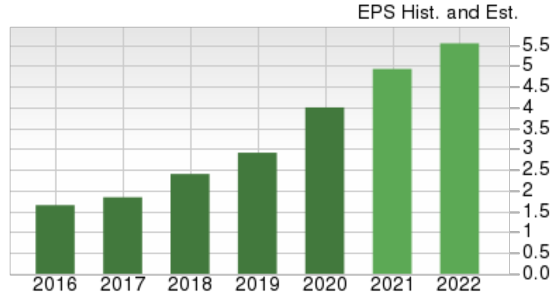
As of December 2019, the company currently has approximately 204 facilities and parcels of land located throughout the United States, Canada, Mexico, Europe, Asia, and Australia. Of these facilities, approximately 8 facilities are closed and are currently listed for sale or are being leased.

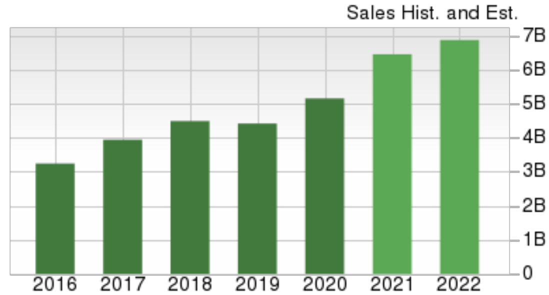
The company classifies its top-line results based on its end markets. A brief snapshot of the end market sales has been provided below:

UFP Retail (accounting for 36.2% of 2020 net sales) includes Do-It-Yourself retailers, and distributors, pro-dealers and other retail customers.
UFP Industrial (22.2%) consists of packaging, crating and other products for manufacturers.

UFP Construction (36.5%) comprises Residential Construction, Commercial Construction and Concrete Forming and Manufactured Housing sales.

As of 2020, proceeds from all other segment accounted for 5.1% of net sales.





Residential Construction includes builders of single and multifamily homes. Commercial Construction and Concrete Forming includes non-residential construction and concrete forming. Manufactured Housing includes manufactured housing and recreational vehicles business.

On Jan 28, 2021, the company's board approved an increase in quarterly dividend by 20% to 15 cents a share, reaching the annual total for 2020 to 60 cents per share.

Source: Zacks Investment Research

Reasons To Buy:

> UFP Industries will benefit from solid U.S. residential market and more demand for repair and remodeling activities. Also, buyout gains and shareholders' reward will work in its favor

▲ **Acquisition Strategies to Drive Growth:** Acquisitions have been UFP Industries' preferred mode of solidifying its product portfolio and leveraging new business opportunities. The company completed the acquisition of PalletOne and SunBelt in January 2021. The acquisition of PalletOne will give the company a platform to add new products and services and will create a new customer base. This is the largest and the most recent acquisition made by the company. The company's capital allocation strategy targets acquisitions to provide reasonable returns on investments. On Nov 2020, UFP Industries announced that the affiliates of UFP Construction LLC have acquired the assets of Atlantic Prefab, Inc.; Exterior Designs, LLC; and Patriot Building Systems, LLC. These buyouts will boost its presence in the Northeast as these three companies serve the commercial and multi-family construction markets therein. In October 2020, UFP Industries acquired Fire Retardant Chemical Technologies, LLC (FRCT), the leading R&D company specializing in wood treating technologies such as fire retardants. The addition of FRCT will enable UFP to develop new technologies and value-added wood products for the company's ProWood pressure-treated line, as well as for other customers. During the first nine months of 2020, the company acquired two businesses, namely, T&R Lumber Company and Quest Design & Fabrication and Quest Architectural Millwork. On Jun 14, 2020, UFP Industries acquired the operating assets of T&R Lumber Company and its affiliates, thereby enhancing its agricultural product offerings and customer base across the country. On Mar 16, it acquired the operating assets of Quest Design & Fabrication and Quest Architectural Millwork. Quest designs fabricates and installs millwork and case goods for a number of commercial uses that include builder's sales centers, design studios, hospitality, corporate offices and healthcare.

The company's balanced business model and diversified product portfolio are major positives in this challenging time.

▲ **Solid Product Innovation:** UFP Industries anticipates gaining from the existing product portfolio, initiatives to better production efficiency and solid growth opportunities in the industrial market. Also, its efforts to introduce new products will be a boon. In 2020, new product sales grew 26% from the year-ago period to $539 million. It remains focused on achieving annual new product sales of at least $548 million in 2021. The company defines new products as those that will generate sales of at least a $1 million per year within 4 years of launch, and are still growing and gaining market penetration.

The company is increasing its investments in developing, marketing and selling new products, which is conducive for top-line growth.

New products continue to be an important top-line driver for UFP Industries, especially for the retail business. Retail unit sales improved 38%, 76%,16% and 9% for the fourth, third, second and first quarters of 2020, respectively, backed by new product growth and market share gains. The company has launched UFP-Edge Timeless that features nickel gap smooth shiplap in a variety of colors. It remains confident of the expansion of its portfolio of Cavalry Blue, UFP-Edge products, Deckorators brand products and professional installations. Its ProWood FR and Outdoor Essentials products also raise hopes.

▲ **Stable Balance Sheet:** UFP Industries has been maintaining a strong liquidity position to navigate through the current environment. The company ended 2020 with approximately $800 million liquidity, including $436.6 million cash and cash equivalents, as well as $550 million of available capacity under the revolving credit facility. Its current cash level, which increased sequentially, is sufficient to meet the short-term obligation of $100,000.

▲ **Rewarding Shareholders:** UFP Industries follows a consistent policy of rewarding its shareholders handsomely. On Jan 28, 2021, the company's board approved a quarterly dividend payment of 15 cents per share, bringing the annual total for 2021 to 60 cents per share, reflecting a 20% increase from the dividend paid in 2020. The company's investing and financing activities consisted of capital expenditures totaling $89.2 million, $65.3 million for acquisitions, $30.7 million of dividends, and $29.2 million of share repurchase, which were completed in 2020.

Risks

- **Coronavirus-Related Shutdowns Weigh on Results:** Coronavirus-related shutdowns impacted UFP Industries' Industrial and Construction segments' unit sales. During the fourth quarter, UFP Industrial segment's unit sales fell 6%. Although UFP Construction segment's sales increased 24% year over year, unit sales to commercial customers fell 30%, with an organic unit sales decrease of 35%. The downside was mainly due to pandemic-related shutdowns.

- **Dependence on Housing Market:** UFP Industries' businesses are directly influenced by the U.S. housing market. Any untoward situation will bring about an unfavorable impact on the company's operations as demand for the company's products has a strong relationship to the level of new home construction activity across the country. The housing industry is cyclical, and is affected by consumer confidence levels, prevailing economic conditions and interest rates.

- **Rapid Lumber Market Swings:** One of the major cost components of goods sold is the cost of lumber products. Net working capital in 2020 has been impacted by strong retail demand and record high lumber prices. UFP Industries has no control over the costs and selling prices of lumber products, which are dependent on factors like government policies, environmental regulations, weather conditions, economic conditions and natural disasters.

  An unusual rise in the cost of lumber products sold by primary producers will increase the cost of inventory and limit margins on fixed-priced lumber products while a decrease in costs will lead to lower profits by selling products indexed to the current lumber market.

  The lumber market is highly volatile and its swings have had a negative impact on various operations, which are primarily focused on variable price products.

- **Influence of Federal Government Actions:** The federal government's actions related to economic stimulus, taxation and borrowing limits could affect consumer confidence and spending levels, which in turn could hurt both the economy and the housing market and thereby on the company's operations.

Last Earnings Report

UFP Industries (UFPI) Q4 Earnings Beat Estimates

Quarter Ending	12/2020
Report Date	Feb 24, 2021
Sales Surprise	16.37%
EPS Surprise	25.93%
Quarterly EPS	1.02
Annual EPS (TTM)	4.00

UFP Industries, Inc. reported impressive fourth-quarter 2020 results. Both earnings and revenues not only surpassed the Zacks Consensus Estimate but also improved significantly on a year-over-year basis.

The company's results in the quarter were driven by robust performance of UFP Retail Solutions, which benefited from increased lumber prices and higher consumer demand.

Notably, the company completed the acquisition of PalletOne and its wholly-owned subsidiary, Sunbelt Forest Products (Sunbelt), at the beginning of fiscal 2021. The transaction is valued at $259 million.

Earnings & Revenue Discussion

During the reported quarter, UFP Industries reported earnings of $1.02 per share, comfortably surpassing the consensus mark of 81 cents by 25.9% and increasing 67.2% from the year-ago period.

Net sales of $1.39 billion outpaced the consensus mark of $1.20 billion by 16.4% and improved 39.6% on a year-over-year basis. The increase was driven by a 25% rise in lumber pricing and 15% increase in units sold. New product sales grew 46% year over year.

End-Market Sales Discussion

UFP Retail: The segment reported sales of $505.2 million during the quarter, up 76% year over year. Unit sales were also rose 38% from the year-ago quarter, backed by 38% growth in Home and Decor, 25% rise in ProWood, 27% increase in UFP Edge, 64% improvement in Outdoor Essentials, and 80% increase in Deckorators. Selling prices drove the same by 38%.

UFP Industrial: The Industrial segment's sales totaled $309.1 million, reflecting growth of 25% from the year-ago period. During the quarter, unit sales rose 10% year over year and selling prices increased 15%.

UFP Construction: Sales in the segment were $508.3 million, up 24% year over year. This improvement in the segment sales is mainly attributable to the increase in selling price. Unit sales to residential and manufactured housing customers rose 16% and 11%, respectively. Unit sales to commercial customers fell 30%, with an organic unit sales decrease of 35% offset by a 5% unit sales increase from acquisitions.

Operating Highlights

Gross margin of 13.4% contracted 240 basis points (bps) year over year. Selling, general and administrative expenses — accounting for 6.2% of net sales — improved 430 bps year over year. EBITDA of $118.2 million increased 66.8% year over year.

Balance Sheet & Cash Flow

At the end of 2020, cash and cash equivalents were $436.5 million, significantly up from $168.3 million at 2019-end. In 2020, net cash from operating activities totaled $336.5 million compared with $349.3 million in 2019.

Meanwhile, the company's the board of directors has raised annual dividend by 20% to 60 cents per share, payable on Mar 15, 2021.

2020 Highlights

Net sales in 2020 came in at $5.15 billion compared with $4.42 billion in 2019, up 16.7%. Total earnings from operations increased 41.2% to $345.8 million from $244.9 million in 2019.

Adjusted EBITDA in 2020 rose 35.9% to $431.4 from $317.3 million in 2019.

Adjusted earnings per share in 2020 came in at $4.00 compared with $2.91 in 2019.

Recent News

UFP Industries to Acquire J.C. Gilmore - Mar 02, 2021

UFP Industries, Inc.'s (UFPI) subsidiary, The UBEECO Group, has completed the acquisition of J.C. Gilmore Pty Ltd (Gilmores). Gilmores is an Australian company, which is a major distributor to the industrial and construction industries across the country.

Gilmores is one of the major distributors in the industrial and construction industries of packaging tapes, stretch films, packaging equipment, strapping, construction protection products and other items. Gilmores recorded sales of $15 million AUD in 2020.

Valuation

UFP Industries shares are up 8.3% in the past six-month and 31.8% over the trailing 12-month period. Stocks in the Zacks sub-industry and the Zacks Construction sector is up 21.2% and 19.1% in the past six-month, respectively. Over the past year, the Zacks sub-industry and sector are up 44.5% and 32.8%, respectively.

The S&P 500 index is up 11.1% in the past six-month and 29.2% in the past year.

The stock is currently trading at 15.16X forward 12-month earnings, which compares to 21.25X for the Zacks sub-industry, 16.26X for the Zacks sector and 23.17X for the S&P 500 index.

Over the past five years, the stock has traded as high as 23.11X and as low as 8.89X, with a 5-year median of 14.9X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our $73 price target reflects 17.43X forward 12-month earnings.

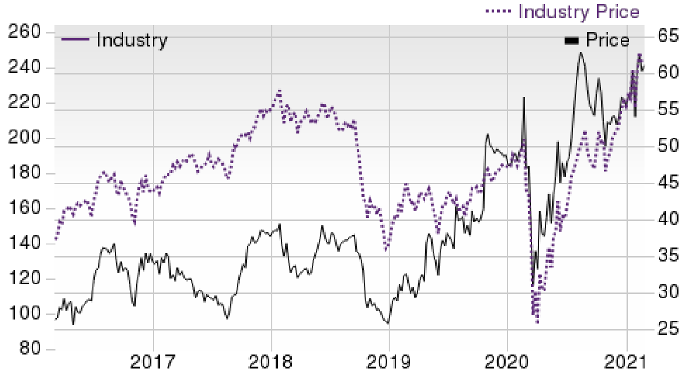
The table below shows summary valuation data for UFPI

Valuation Multiples - UFPI

		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	15.16	21.25	16.26	23.17
	5-Year High	23.11	43.02	19.01	23.79
	5-Year Low	8.89	17.61	10.78	15.3
	5-Year Median	14.9	25.83	16.21	17.83
P/S F12M	Current	0.81	3.32	2.22	4.44
	5-Year High	0.84	3.59	2.22	4.44
	5-Year Low	0.33	1.97	1.27	3.21
	5-Year Median	0.52	2.83	1.71	3.68
EV/EBITDA TTM	Current	8.99	15.78	24.36	16.95
	5-Year High	11.45	25.78	25.62	17.54
	5-Year Low	6	10.01	12.56	9.63
	5-Year Median	9.56	17.02	18.12	13.29

As of 03/01/2021 *Source: Zacks Investment Research*

Industry Analysis **Zacks Industry Rank:** Top 5% (12 out of 253)



Source: Zacks Investment Research

Top Peers

Company (Ticker)	Rec	Rank
Boise Cascade, L.L.C. **(BCC)**	Outperform	1
LouisianaPacific Corporation **(LPX)**	Outperform	1
Potlatch Corporation **(PCH)**	Outperform	1
Weyerhaeuser Company **(WY)**	Outperform	1
Floor & Decor Holdings, Inc. **(FND)**	Neutral	3
JELDWEN Holding, Inc. **(JELD)**	Neutral	3
Trex Company, Inc. **(TREX)**	Neutral	3
Simpson Manufacturing Company, Inc. **(SSD)**	Underperform	4

The positions listed should not be deemed a recommendation to buy, hold or sell.

Industry Comparison Industry: Building Products - Wood

	UFPI	X Industry	S&P 500	BCC	LPX	TREX
				Industry Peers		
Zacks Recommendation (Long Term)	Neutral	-	-	Outperform	Outperform	Neutral
Zacks Rank (Short Term)	1	-	-	1	1	3
VGM Score	A	-	-	A	A	B
Market Cap	3.73 B	3.54 B	27.84 B	1.96 B	5.07 B	10.61 B
# of Analysts	2	3	13	2	4	8
Dividend Yield	0.98%	0.00%	1.43%	0.80%	1.34%	0.00%
Value Score	A	-	-	A	A	D
Cash/Price	0.12	0.07	0.06	0.21	0.11	0.01
EV/EBITDA	11.75	13.29	15.61	5.19	6.70	42.56
PEG F1	3.10	1.17	2.33	0.96	NA	NA
P/B	2.52	2.97	3.78	2.30	4.22	18.03
P/CF	12.10	12.79	15.65	6.07	9.04	54.78
P/E F1	15.48	15.28	20.41	9.84	8.44	50.32
P/S TTM	0.72	1.82	3.10	0.36	1.82	12.05
Earnings Yield	6.69%	6.40%	4.82%	10.15%	11.85%	1.99%
Debt/Equity	0.21	0.56	0.67	0.56	0.28	0.00
Cash Flow ($/share)	5.22	2.41	6.78	8.64	5.42	1.71
Growth Score	A	-	-	A	A	A
Historical EPS Growth (3-5 Years)	21.91%	13.98%	9.32%	27.27%	13.14%	27.85%
Projected EPS Growth (F1/F0)	2.00%	33.09%	14.54%	-17.21%	30.92%	17.50%
Current Cash Flow Growth	29.61%	26.96%	0.44%	105.80%	252.98%	24.97%
Historical Cash Flow Growth (3-5 Years)	21.26%	23.32%	7.37%	25.37%	60.37%	26.00%
Current Ratio	3.32	2.50	1.39	2.50	3.47	3.03
Debt/Capital	17.36%	35.85%	41.42%	35.85%	22.49%	0.00%
Net Margin	4.79%	4.32%	10.59%	3.20%	17.90%	19.94%
Return on Equity	17.92%	17.76%	14.85%	31.41%	44.22%	34.64%
Sales/Assets	2.37	1.14	0.51	2.87	1.39	1.26
Projected Sales Growth (F1/F0)	-7.81%	7.18%	6.76%	0.00%	10.47%	19.06%
Momentum Score	A	-	-	A	B	A
Daily Price Change	3.52%	3.51%	2.18%	5.03%	2.96%	2.43%
1-Week Price Change	1.35%	-3.20%	-1.51%	-3.65%	0.68%	-10.69%
4-Week Price Change	11.18%	11.18%	5.45%	6.98%	22.12%	-1.97%
12-Week Price Change	17.99%	18.34%	6.76%	17.76%	32.24%	24.13%
52-Week Price Change	29.91%	53.42%	20.60%	43.90%	64.06%	81.25%
20-Day Average Volume (Shares)	272,616	428,214	1,979,313	407,220	1,457,564	756,868
EPS F1 Estimate 1-Week Change	30.46%	0.00%	0.00%	40.00%	0.00%	0.90%
EPS F1 Estimate 4-Week Change	30.46%	8.23%	0.30%	40.00%	26.30%	1.24%
EPS F1 Estimate 12-Week Change	35.67%	35.67%	2.10%	66.12%	79.55%	2.64%
EPS Q1 Estimate Monthly Change	42.42%	13.98%	0.00%	NA	15.22%	-4.06%

Source: Zacks Investment Research

Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we maintain a balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	A
Growth Score	A
Momentum Score	A
VGM Score	A

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

Disclosures

This report contains independent commentary to be used for informational purposes only. The analysts contributing to this report do not hold any shares of this stock. The analysts contributing to this report do not serve on the board of the company that issued this stock.The EPS and revenue forecasts are the Zacks Consensus estimates, unless indicated otherwise on the reports first page. Additionally, the analysts contributing to this report certify that the views expressed herein accurately reflect the analysts personal views as to the subject securities and issuers. ZIR certifies that no part of the analysts compensation was, is, or will be, directly or indirectly, related to the specific recommendation or views expressed by the analyst in the report.

Additional information on the securities mentioned in this report is available upon request. This report is based on data obtained from sources we believe to be reliable, but is not guaranteed as to accuracy and does not purport to be complete. Any opinions expressed herein are subject to change.

ZIR is not an investment advisor and the report should not be construed as advice designed to meet the particular investment needs of any investor. Prior to making any investment decision, you are advised to consult with your broker, investment advisor, or other appropriate tax or financial professional to determine the suitability of any investment.This report and others like it are published regularly and not in response to episodic market activity or events affecting the securities industry.

This report is not to be construed as an offer or the solicitation of an offer to buy or sell the securities herein mentioned. ZIR or its officers, employees or customers may have a position long or short in the securities mentioned and buy or sell the securities from time to time.ZIR is not a broker-dealer.ZIR may enter into arms-length agreements with broker-dealers to provide this research to their clients.Zacks and its staff are not involved in investment banking activities for the stock issuer covered in this report.

ZIR uses the following rating system for the securities it covers. **Outperform-** ZIR expects that the subject company will outperform the broader U.S. equities markets over the next six to twelve months. **Neutral-** ZIR expects that the company will perform in line with the broader U.S. equities markets over the next six to twelve months. **Underperform-** ZIR expects the company will underperform the broader U.S. equities markets over the next six to twelve months.

Additional Disclosure

This material represents an assessment of the market and economic environment at a specific point in time and is not intended to be a forecast of future events, or a guarantee of future results. Forward-looking statements are subject to certain risks and uncertainties. Any statements that refer to expectations, projections or characterizations of future events or circumstances, including any underlying assumptions, are forwardlooking statements. Actual results, performance, or achievements may differ materially from those expressed or implied.

Returns quoted represent past performance which is no guarantee of future results. Investment returns and principal value will fluctuate so that when shares are redeemed, they may be worth more or less than their original cost. Current performance may be higher or lower than the performance shown.

Investing involves risk; principal loss is possible. There is no guarantee that companies that can issue dividends will declare, continue to pay or increase dividends.

Glossary of Terms and Definitions

52-Week High-Low: The range of the highest and lowest prices at which a stock has traded during the past year. This range is determined based on the stock's daily closing price which may differ from the intra-day high or low. Many investors use it as a technical indicator to determine a stock's current value and future price movement. The idea here is that if price breaks out from the 52-week range, in either direction, the momentum may continue in the same direction.

20-Day Average Volume (Shares): The average number of shares of a company traded in a day over the last 20 days. It is a direct indication of a security's overall liquidity. The higher the average daily trading volume, the easier it is to enter or exit the stock at a desired price with more buyers and sellers being available.

Daily Price Change: This is the percentage difference between a trading day's closing price and the prior trading day's closing price. This item is updated at 9 p.m. EST each day.

1-Week Price Change: This is the percentage change in a stock's closing price over the last 5 trading days. This change reflects the collective buying and selling sentiment over the 1-week period.

A strong weekly price increase for the stock, especially when accompanied by increased volume, is an indication of it gaining momentum.

4-Week Price Change: This is the percentage change in a stock's closing price over the last 20 trading days or past 4 weeks. This is a mediumterm price change metric and an indication of the stock gaining momentum.

12-Week Price Change: This is the percentage change of a stock's closing price over the last 60 trading days or past 12 weeks. Similar to 4-week price change, this is a medium-term price change metric. It shows whether a stock has been enjoying strong investor demand, or if it has been in consolidation, or distress over this period.

52-Week Price Change: This is the percentage change in a stock’s closing price over the last 260 trading days or past 52 weeks. This long-term price change metric is a good reference point for investors. Some investors seek stocks with the best percentage price change over the last 52 weeks, expecting the momentum to continue.

Market Cap: The number of outstanding common shares of a company times its latest price per share. This figure represents a company's size, which indicates various characteristics, including price stability and risk, in which investors could be interested.

Year-To-Date Price Change: Change in a stock's daily closing price in the period of time beginning the first day of the current calendar year through to the previous trading day.

# of Analysts: Number of EPS estimates used in calculating the current-quarter consensus. These estimates come from the brokerage analysts tracking this stock. However, the number of such analysts tracking this stock may not match the number of estimates, as all brokerage analysts may not come up with an estimate or provide it to us.

Beta: A measure of risk commonly used to compare the volatility of a stock to the overall market. The S&P 500 Index is the base for calculating beta and carries a value of 1. A stock with beta below 1 is less risky than the market as a whole. And a stock with beta above 1 is riskier.

Dividend: The portion of earnings a company is expected to distribute to its common shareholders in the next 12 months for each share they own. Dividends are usually paid quarterly. Dividend payments reflect positively on a company and help maintain investors' trust. Investors typically find dividend-paying stocks appealing because the dividend adds to any market price appreciation to result in higher return on investment (ROI). Moreover, a steady or increasing dividend payment provides investors a cushion in a down market.

Dividend Yield: The ratio of a company's annual dividend to its share price. The annual dividend used in the ratio is calculated based on the mostrecent dividend paid by the company. Dividend yield is an estimate of the dividend-only return from a stock in the next 12 months. Since dividend itself doesn’t change frequently, dividend yield usually changes with a stock’s price movement. As a result, often an unusually high dividend yield is a result of weak stock price.

S&P 500 Index: The Standard & Poor's 500 (S&P 500) Index is an unmanaged group of securities considered to be representative of the stock market in general. It is a market-capitalization-weighted index of stocks of the 500 largest U.S. companies. Each stock’s weight in the index is proportionate to its market value.

Industry: One of the 250+ groups that Zacks classifies all stocks into based on the nature of business. These groups are termed as expanded (aka "X") industries and map to their respective (economic) sectors; Zacks has 16 sectors.

Zacks Industry Rank: The Zacks Industry Rank is determined by calculating the average Zacks Rank for all stocks in the industry and then assigning an ordinal rank to it. For example, an industry with an average Zacks Rank of 1.6 is better than an industry with an average Zacks Rank of 2.3. So, the industry with the better average Zacks Rank would get a better Zacks Industry Rank. If an industry has the best average Zacks Rank, it would be considered the top industry (1 out of 250+), which would place it at the top 1% of Zacks-ranked industries. Studies have shown that roughly half of a stock's price movement can be attributed to the industry group it belongs to. In fact, the top 50% of Zacks-ranked industries outperforms the bottom 50% by a factor of more than 2 to 1.

Last EPS Surprise: The percentage deviation of a company's last reported earnings per share from the Zacks Consensus Estimate. Companies with a positive earnings surprise are more likely to surprise again in the future (or miss again if they recently missed).

Last Sales Surprise: The percentage deviation of a company's last reported sales from the Zacks Consensus Estimate.

Expected Report Date: This is an estimated date of a company's next earnings release. The information originated or gathered by Zacks Investment Research from its information providers or publicly available sources is the basis of this estimate.

Earnings ESP: The Zacks Earnings ESP compares the Most Accurate Estimate to the Zacks Consensus Estimate for the yet-to-be reported quarter. The Most Accurate Estimate is the most recent version of the Zacks Consensus EPS Estimate. The idea here is that analysts revising their estimates closer to an earnings release have the latest information, which could potentially be more accurate than what they and others contributing to the consensus had predicted earlier. Thus, a positive or negative Earnings ESP reading theoretically indicates the likely deviation of the actual earnings from the consensus estimate. However, the model's predictive power is significant for positive ESP readings only. A positive Earnings ESP is a strong predictor of an earnings beat, particularly when combined with a Zacks Rank #1 (Strong Buy), #2 (Buy) or #3 (Hold). Our research shows that stocks with this combination produce a positive surprise nearly 70% of the time.

Periods:

TTM: Trailing 12 months. Using TTM figures is an effective way of analyzing the most-recent financial data in an annualized format that helps neutralize the effects of seasonality and other quarter-to-quarter variation.

F1: Current fiscal year. This period is used to analyze the estimates for the ongoing full fiscal year.

F2: Next fiscal year. This period is used to analyze the estimates for the next full fiscal year.

F12M: Forward 12 months. Using F12M figures is an effective way of analyzing the near-term (the following four unreported quarters) estimates in an annualized manner. Instead of typically representing estimates for the full fiscal year, which may not represent the nitty-gritty of each quarter, F12M figures suggest an all-inclusive annualized estimate for the following four quarters. The annualization helps neutralize the potential effects of seasonality and other quarter-to-quarter variations.

P/E Ratio: The price-to-earnings ratio measures a company's current market price per share relative to its earnings per share (EPS). Usually, the trailing-12-month (TTM) EPS, current-fiscal-year (F1) EPS estimate, or forward-12-month (F12M) EPS estimate is used as the denominator. In essence, this ratio shows what the market is willing to pay today for each dollar of EPS. In other words, this ratio gives a sense of what the relative value of the company is at the already reported level of earnings or at a future level of earnings.

It is one of the most widely-used multiples for determining the value of a company and helps comparing its valuation with that of a competitor, the industry group or a benchmark.

PEG Ratio: The price/earnings to growth ratio is a stock's P/E ratio using current fiscal year (F1) EPS estimate divided by its expected EPS growth rate over the coming 3 to 5 years. This ratio essentially determines a stock's value by factoring in the company's expected earnings growth and is thus believed to provide a more complete picture than just the P/E ratio, particularly for faster-growing companies.

P/S Ratio: The price-to-sales ratio is calculated as a company's current price per share divided by trailing 12 months (TTM) sales or revenues per share. This ratio shows what the market is willing to pay today for each dollar of TTM sales per share. The P/S ratio is at times the only valuation metric when the company has yet to become profitable.

Cash/Price Ratio: The cash-to-price ratio or Cash Yield is calculated as cash and marketable securities per share divided by the company's current share price. Like the earnings yield, which shows the anticipated yield (or return) on a stock from earnings for each dollar invested, the cash yield does the same, with cash being the source of return instead of earnings. For example, a cash/price ratio of 0.08 suggests a return of 8% or 8 cents for every $1 investment.

EV/EBITDA Ratio: The EV/EBITDA ratio, also known as Enterprise Multiple, is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by EBITDA (earnings before interest, taxes, depreciation and amortization). Usually, trailing-12-month (TTM) or forward-12-month (F12M) EBITDA is used as the denominator.

EV/Sales Ratio: The enterprise value-to-sales ratio is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by annual sales. It is an expansion of the P/S valuation, which uses market value instead of enterprise value. The EV/Sales ratio is perceived as more accurate than P/S, in part, because the market capitalization does not take a company's debt into account when valuing it.

EV/CF Ratio: The enterprise value-to-cash flow ratio is calculated as a company's enterprise value (market capitalization + value of total long-term debt + book value of preferred shares - cash and marketable securities) divided by the trailing-12-month (TTM) operating cash flow. It's a measure of how long it would take to buy the entire business if you were able to use all the company's operating cash flow.

The EV/CF ratio is perceived as more accurate than the P/CF ratio, in part, because the market price does not take a company's debt into account when valuing it.

EV/FCF Ratio: The enterprise value-to-free cash flow metric compares a company's enterprise value to its trailing-12-month (TTM) free cash flow (FCF). This metric is very similar to the EV/CF ratio, but is considered a more exact measure owing to the fact that it uses free cash flow, which subtracts capital expenditures (CAPEX) from a company's total operating cash flow, thereby reflecting the actual cash flow available for funding growth activities and payments to shareholders.

P/EBITDA Ratio: The P/EBITDA ratio is calculated as a company's per share market value divided by EBITDA (earnings before interest, taxes, depreciation, and amortization). This metric is very similar to the EV/EBITDA ratio, but is considered a little less exact measure as it uses market price, which does not take a company's debt into account. However, since EBITDA is often considered a proxy for cash income, the metric is used as a measure of what the market is willing to pay today for each dollar of the company's cash profitability in the trailing 12 months (TTM) or forward 12 months (F12M).

P/B Ratio: The price-to-book ratio is calculated as a company's current price per share divided by its book value (total assets – liabilities – preferred stocks) per share. In short, the book value is how much a company is worth. In other words, it reflects the total value of a company's assets that its common shareholders would receive if it were to be liquidated. So, the P/B ratio indicates whether you're paying higher or lower than what would remain if the company went bankrupt immediately. Investors typically use this metric to determine how a company's stock price stacks up to its intrinsic value.

P/TB Ratio: The price-to-tangible-book value ratio is calculated as a the per share market value of a company divided by the value of its tangible assets (total assets – liabilities – preferred stocks – intangible assets) per share. Tangible book value is the same thing as book value except it excludes the value of intangible assets to get a step closer to the baseline value of the company.

P/CF Ratio: The price-to-cash flow ratio measures a company's per share market price relative to its trailing-12-month (TTM) operating cash flow per share. This metric is used to determine whether a company is undervalued or overvalued relative to another stock, industry or sector. And like the P/E ratio, a lower number is typically considered better from the value perspective.

One of the reasons why P/CF ratio is often preferred over P/E ratio is the fact that operating cash flow adds back non-cash expenses such as depreciation and amortization to net income. This feature helps valuing stocks that have positive cash flow but are not profitable because of large noncash charges.

P/FCF Ratio: The price-to-free cash flow ratio is an extension of P/CF ratio, which uses trailing-12-month (TTM) free cash flow per share instead of operating cash flow per share. This metric is considered a more exact measure than P/CF ratio, as free cash flow subtracts capital expenditures (CAPEX) from a company's total operating cash flow, thereby reflecting the actual cash flow available for funding activities that generate additional revenues.

Earnings Yield: The earnings yield is calculated as current fiscal year (F1) EPS estimate divided by the company's current share price. The ratio, which is the inverse of the P/E ratio, measures the anticipated yield (or return) from earnings for each dollar invested in a stock today.

For example, earnings yield for a stock, which is trading at $35 and expected to earn $3 per share in the current fiscal year (F1), would be 0.0857 (3/35 = 0.0857) or 8.57%. In other words, for $1 invested in the stock today, the yield from earnings is anticipated to be 8.57 cents.

Investors most commonly compare the earnings yield of a stock to that of a broad market index (such as the S&P 500) and prevailing interest rates, such as the current 10-year Treasury yield. Since bonds and stocks compete for investors' dollars, stock investors typically demand a higher yield for the extra risk they assume compared to investors of U.S. Treasury-backed securities that offer virtually risk-free returns. This additional return is referred to as the risk premium.

Debt/Equity Ratio: The debt-to-equity ratio is calculated as a company's total liabilities divided by its shareholder equity. This metric is used to gauge a company's financial leverage. In other words, it is a measure of the degree to which a company is financing its operations through debt versus its own funds. The higher the ratio, the higher the risk for shareholders.

However, this ratio is difficult to compare across industry groups where ideal amounts of debt vary. Some businesses are more capital intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-equity ratio should be compared with other companies in the same industry.

Cash Flow ($/share): Cash flow per share is calculated as operating cash flow (after-tax earnings + depreciation + other non-cash charges) divided by common shares outstanding. It is used by many investors as a measure of a company's financial strength. Since cash flow per share takes into consideration a company's ability to generate cash by adding back non-cash expenses, it is regarded by some as a more accurate measure of a company's financial situation than earnings per share, which could be artificially deflated.

Current Ratio: The current ratio or liquidity ratio is a company's current assets divided by its current liabilities. It measures a company's ability to pay short-term obligations. A current ratio that is in line with the industry average or slightly higher is generally considered acceptable. A current ratio that is lower than the industry average would indicate a higher risk of distress or default. A higher number is usually better. However, a very high current ratio compared to the industry average could be an indication of inefficient use of assets by management.

Debt/Capital Ratio: Debt-to-capital ratio is a company's total debt (interest-bearing debt + both short- and long-term liabilities) divided its total capital (interest-bearing debt + shareholders' equity). It is a measure of a company's financial leverage. All else being equal, the higher the debt-to-capital ratio, the riskier the stock.

However, this ratio can vary widely from industry to industry, the ideal amount of required debt being different. Some businesses are more capital intensive than others and typically require higher debt to finance their operations. So, a company's debt-to-capital ratio should be compared with the same for its industry.

Net Margin: Net margin is calculated as net income divided by sales. It shows how much of each dollar in sales generated by a company translates into profit. For example, if a company's net margin is 15%, its net income is 15 cents for every $1 of sales it makes.

A change in margin can reflect either a change in business conditions, or a company's cost controls, or both. If a company's expenses are growing faster than sales, its net margin will decline. However, different net margin rates are considered good for different industries, so it's better to compare net margin rates of companies in the same industry group.

Return on Equity: Return on equity (ROE) is calculated as trailing-12-month net income divided by trailing-12-month average shareholder equity (including reinvested earnings). This metric is considered a measure of how effectively management is using a company's assets to generate profits. For example, if a company's ROE is 10%, it creates 10 cents profits for every $1 shareholder equity, which is basically the company's assets minus debt. A company's ROE deemed good or bad depends on what's normal for its peers or industry group.

Sales/Assets Ratio: The sales-to-assets ratio or asset utilization ratio or asset turnover ratio is calculated as a company's annual sales divided by average assets (average of assets at the beginning of the year and at the year's end). This metric helps investors understand how effectively a company is using its assets to generate sales. For example, a sales-to-assets ratio of 2.5 indicates that the company generated $2.50 in sales for every $1 of assets on its books.

The higher the sales-to-assets ratio, the better the company is performing. However, similar to many other ratios, the asset turnover ratio tends to be higher for companies in certain industries/sectors than in others. So, a company's sales-to-assets ratio should be compared with the same for its industry/sector.

Historical EPS Growth (3-5 Years): This is the average annual (trailing-12-month) EPS growth rate over the last 3-5 years. This metric helps investors see how a company's EPS has grown from a long-term perspective.

Note: There are many factors that can influence short-term numbers — a recession will reduce this number, while a recovery will inflate it. The longterm perspective helps smooth out short-term events.

Projected EPS Growth (F1/F0): This is the estimated EPS growth rate for the current financial year. It is calculated as the consensus estimate for the current fiscal year (F1) divided by the reported EPS for the last completed fiscal year (F0).

Current Cash Flow Growth: It measures the latest year-over-year change in operating cash flow. Cash flow growth tells an investor how quickly a company is generating inflows of cash from operations. A positive change in the cash flow is desired and shows that more 'cash' is coming in than going out.

Historical Cash Flow Growth (3-5 Years): This is the annualized change in cash flow over the last 3-5 years. The change in a longer period helps put the current reading into proper perspective. By looking at the rate, rather than the actual dollar value, the comparison across the industry and peers becomes easier.

Projected Sales Growth (F1/F0): This metric looks at the estimated sales growth for the current year. It is calculated as sales estimate for the current fiscal year (F1) divided by the reported sales for the last completed fiscal year (F0).

Like EPS growth, a higher rate is better for sales growth. A look at a company's projected sales growth instantly tells you what the outlook is for their products and services. However, different sales growth rates are considered good for different industries, so it's better to compare sales growth rates of companies in the same industry group.

EPS F1 Estimate 1-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past week. The change in a company's consensus EPS estimate (or earnings estimate revision) has proven to be strongly correlated with the near-term price movement of its shares. It is an integral part of the Zacks Rank.

If a stock's consensus EPS estimate is $1.10 now versus $1.00 a week ago, that will be reflected as a 10% upward revision. If, on the other hand, it went from $1.00 to 90 cents, that would be a 10% downward revision.

EPS F1 Estimate 4-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past four weeks.

A stock's earnings estimate revision in a 1-week period is important. But it's more meaningful to look at the longer-term revision. And, of course, the 4-week change helps put the 1-week change into proper perspective.

EPS F1 Estimate 12-Week Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal year over the past 12 weeks.

This metric essentially shows how the consensus EPS estimate has changed over a period longer than 1 week or 4 weeks.

EPS Q1 Estimate Monthly Change: The percentage change in the Zacks Consensus EPS estimate for the current fiscal quarter over the past four weeks.

While the revision in consensus EPS estimate for the current fiscal year is strongly correlated with the near-term price movement of its shares, the estimate revision for the current fiscal quarter is an important metric as well, especially over the short term, and particularly as a stock approaches its earnings date. If a stock's Q1 EPS estimate decreases ahead of its earnings release, it's usually a negative sign, whereas an increase is a positive sign.